

Message Text

UNCLASSIFIED

PAGE 01 ISLAMA 00857 270651Z

21

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 XMB-04 /022 W

----- 043773

R 270545Z JAN 76

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 3836

INFO AMCONSUL KARACHI

AMCONSUL LAHORE

UNCLAS ISLAMABAD 0857

DEPT FOR EB/OCA/CM

DEPT FOR DAVID KATZ, COM/BIC/OIM/OD

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJ: SOUTH ASIA COMMERCIAL OFFICERS CONFERENCE

REF: STATE 009634, ISLAMABAD 0773

1. INCLUDE A SESSION ON THE FOREIGN INVESTMENT CLIMATE IN SOUTH ASIA. THIS SHOULD COVER REGIONAL GOVT ATTITUDES TOWRD EXISTING FOREIGN INVESTORS, THE EXTENT OF NEW FOREIGN INVESTMENT OR DISINVESTMENT, AND THE DEGREE WHICH EMBASSIES SHOULD HELP INVESTORS WITH THEIR PROBLEMS. OPIC MIGHT FIND IT USEFUL TO HAVE REPRESENTATIVE PRESENT IN SUCH A DISCUSSION.

2. INCLUDE A SESSION ON EXIMBANK POSTURE AND PROGRAMS FOR THIS AREA AND URGE EXIMBANK TO SEND REP TO CONFERENCE. (EXIMBANK WAS MUCH DISCUSSED AT 1974 TEHRAN CONFERENCE BUT NO REP WAS PRESENT.) DISCUSSION COULD USEFULLY ENCOMPASS US COMPETITIVENESS WITH REGARD TO CREDIT FACILITIES OFFERED BY OTHER DEVELOPED COUNTRIES.

3. INCLUDE A BRIEFING BY COMERCE OF PLANNED TRADE PROMOTIONAL ACTIVITIES IN THIS AREA OVER NEXT YEAR OR SO, INCLUDING TRADE MISSIONS, MARKET SURVEYS, CATALOG

UNCLASSIFIED

PAGE 02 ISLAMA 00857 270651Z

SHOWS. IT WOULD BE INTERESTING TO HAVE AN ASESMENT

TOO OF THE ESTIMATED ADDITIONALITY IN EXPORTS GENERATED BY SUCH ACTIVITIES DURING LAST TWO YEARS. DISCUSSION MIGHT ALSO USEFULLY COVER SPECIFIC USDOC TARGETS AND ANY NEW TRADE PROMOTION TECHNIQUES DEVELOPED BY COMMERCE.

4. INCLUDE A DISCUSSION OF THE MAJOR PROJECTS PROGRAM. WE WOULD WELCOME A BRIEFING ON WHEN AN EMBASSY SHOULD OR SHOULD NOT MAKE REPRESENTATIONS TO HOST GOVERNMENT ON BEHALF OF AN AMERICAN FIRM BIDDING ON A PUBLIC SECTOR PROJECT. USDOC MIGHT ALSO WISH TO REPORT ON HOW US FIRMS ARE FARING IN SECURING ADB AND IBRD BUSINESS IN THIS PART OF THE WORLD.

5. INCLUDE A DISCUSSION OF HOW WE CAN TIE-IN COMMERCIAL ACTIVITIES IN SOUTH ASIA WITH THE RICHER COUNTRIES IN THE MIDDLE EAST AND EA. MOST REGIONAL OFFICES OF AMERICAN FIRMS COVERING SOUTH ASIA ARE LOCATED IN NEIGHBORING COUNTRIES, E.G. IRAN, SINGAPORE.

6. INCLUDE A SHORT PANEL DISCUSSION ON COMMERCIAL NEWSLETTERS (E.G. PROVIDE SAMPLES OF BETTER ONES ISSUES AROUND WORLD), ON OPPORTUNITIES FOR TRAINING LOCAL EMPLOYEES INCLUDING IN US, ON THE ROLE OF TRADE CENTERS AND HOW BEST TO USE AND SUPPORT THEM , AND ON IMPROVING COMMERCIAL LIBRARIES.

7. INCLUDE A DISCUSSION ON UTILIZING US-INDUSTRY-MADE FILMS AND PUBLICATIONS TO ILLUSTRATE AMERICAN TECHNOLOGY AND ENGINEERING CAPABILITIES FOR PURPOSES OF TRADE PROMOTION AND TECHNICAL COLLABORATION ARRANGEMENTS.

8. THE ABOVE RECOMMENDATIONS INCLUDE CONTRIBUTIONS FROM CONGEN KARACHI AND LAHORE.
BYROADE

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976ISLAMA00857
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760030-0495
From: ISLAMABAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760119/aaaaapzb.tel
Line Count: 94
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE 9634, 76 ISLAMABAD 773
Review Action: RELEASED, APPROVED
Review Authority: hattaycs
Review Comment: n/a
Review Content Flags:
Review Date: 29 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29 JUN 2004 by schwenja>; APPROVED <28 JUL 2004 by hattaycs>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SOUTH ASIA COMMERCIAL OFFICERS CONFERENCE
TAGS: BEXP, PK
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006